

Message Text

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PAGE 01 TEL AV 02994 061614Z
ACTION EB-08

INFO OCT-01 NEA-10 ISO-00 INRE-00 CAB-02 CIAE-00
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C O N F I D E N T I A L TEL AVIV 2994

E.O. 11652: GDS
TAGS: EAIR, IS
SUBJECT: CIVAIR: US-ISRAEL NEGOTIATIONS

REF: STATE 55559

1. ON MORNING OF MARCH 6 E/C COUNSELOR DISCUSSED
WITH EMANUAL ZIPPORI OF MFA ECONOMIC DIVISION MATTERS
RAISED IN REFTEL. ZIPPORI WAS TOLD THAT U.S. NEGOTIATORS
WOULD NOT BE PREPARED TO DISCUSS MORE THAN ONE ADDITIONAL
GATEWAY POINT FOR EL AL IN EXCHANGE FOR LIBERIZATION
ON CHARTERS AND FARE STRUCTURE.

2. ZIPPORI SAID THAT GOI HAD HOPED FOR MORE THAN ONE
NEW GATEWAY AND HAD INTERPRETED INITIAL US POSITION
ON SINGLE GATEWAY AS ONLY PART OF BARGAINING PROCESS.
HE PROMISED TO APPRISE GOI CIVIL AVIATION COMMITTEE
ON OUR LATEST REPRESENTATION AND TO GIVE EMBASSY GOI
REACTION. HE SUGGESTED THAT IF WE WERE ONLY WILLING
TO GRANT ONE NEW CITY, GOI WOULD BE LESS FORTHCOMING
THAN OTHERWISE IN ITS OFFER ON CHARTERS AND FARES.

3. E/C COUNSELOR GAVE OPINION THAT BOTH SIDES SHOULD
TRY TO NARROW DIFFERENCES BETWEEN NOW AND BEGINNING OF
BILATERAL SO THAT FORMAL NEGOTIATIONS CAN BE QUICKLY AND
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PAGE 02 TEL AV 02994 061614Z

SUCCESSFULLY COMPLETED.

4. STORY IN PRESS THAT ISRAEL WANTS "AT LEAST
FOUR ADDITIONAL POINTS" IS TRUE IN ONE SENSE -- GOI WOULD
LIKE TO GET AS MANY ADDITIONAL POINTS AS IT CAN. THE
NUMBER FOUR PROBABLY CAME FROM FOUR CITIES IN WHICH GOI
HAS SHOWN INTEREST: LOW ANGELES; BOSTON-CHICAGO (AS

PACKAGE); AND MIAMI. WHAT THEY WOULD HOPE TO GET IS
LOS ANGELES PLUS ONE OTHER.

5. COMMENT: IN OUR VIEW, U.S. HAS UPPER HAND IN THIS
NEGOTIATION BECAUSE ISRAELIS WANT CHANGE IN STATUS QUO
MORE THAN WE. IT MIGHT BE WORTHWHILE TO SAY TO THEM THAT
THEY CAN HAVE THEIR FIRST CHOICE OF NEW GATEWAY (LOS ANGELES,
PROVIDED THIS IS NOT TOO HIGH A PRICE FOR THE US TO PAY)
IF THEY FULLY MEET OUR NEEDS. FOR ANYTHING
LESS THAN THAT, WE SHOULD BE LESS GENEROUS. ANOTHER
APPROACH WOULD BE TO ASK THE GOI TO SUBMIT ITS BASIC
PROPOSAL NOW ON AN INFORMAL BASIS FOR OUR STUDY. WE
AGREE WITH THE DEPARTMENT THAT IT WOULD BE MOST UNFORTUNATE
TO HAVE BILATERAL TALKS WHICH FAIL. IN OUR VIEW, NOW IS
THE TIME TO HANG VERY TOUGH.
LEWIS

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